

November 15, 2006

TO: All Interested Offerors

FROM: The Virginia Department of Mental Health, Mental Retardation and Substance Abuse Services

RE: Response to your Inquiries - Submitted as a result of RFP #720C-04093-07D
Clinical Reference Laboratory Testing Services

In response to your inquiries made for the above referenced RFP, the Department is releasing the following information:

Question: How long has the current Vendor had the award? Were they given the opportunity to increase pricing?

Answer: The current Contractor (LabCorp) has had the contract since September 1, 1999. Yes, see Section 9.0, Term and Condition 9.7 of the current RFP.

Question: What percentage of the work is non-client bill? i.e. Medicare, Medicaid, other insurances.

Answer: Except for Medicare Part B billings for outpatient services (which only applies to those facilities with a Medicare certified Med/Surg unit – HDMC, CVTC, ESH, WSH, and SWVMHI), there is no individualized billings. The outpatient billings are on a Fee-For-Service basis. All of our facilities are recognized as having an All-Inclusive billing structure. Thus, the cost of ancillary services, including Lab services, are included in a single billing rate. As for a percentage of lab services billed to Medicare Part B, DMHMRSAS is unable to provide a definitive answer. Although it has been approximated at 30%. (This percentage is an approximation and is for informational purposes only.)

Question: Can you provide the names of the LIS (Lab Information Systems) that are currently interfaced?

Answer: Here is a breakdown on the current test result delivery methods used by the approximately 300 locations currently using the current contract.

105 courier

54 fax*

1 courier/fax

16 LCM**

1 LCM/Courier

1 LCM/fax/Fletcher Flora bi-directional interface***

1 LCM/Fletcher flora bi-directional interface***

3 LCM/LabSoft bi-directional interface***

1 LCM/Fax
2 LCM/teleprinter****
1 LCM/fax/teleprinter
106 teleprinter
2 teleprinter courier
4 teleprinter/fax
1 teleprinter/LCM/fax

*Fax = contractor obtained the fax number for the site and transmit results to the site fax machine; not that LabCorp places a fax

**LCM = Laboratory Communication Manager - this is LabCorp's proprietary electronic orders and results computer system. Each system includes a CPU, Monitor, keyboard, mouse, dual tray printer.

***Fletcher Flora and LabSoft Bi-Directional Interface - these sites are using the LCM as the "front-end" electronic orders process and results are sent back to both the LCM and the interface. The LCM is also used for orders/results that cannot be transmitted through the interface due to programming issues as are inherent with the vendor (not that LabCorp cannot transmit these results).

****Teleprinter = this is LabCorp equipment placed for the purpose of transmitting results.

Question: Can you provide Attachment E?

Answer:

Answer: See Addendum #1, dated November 13, 2006, attached.

Question: Under the eVA system will the Vendor Transaction Fee be applied to individual sites or to the total award monthly?

Answer: The fees charged the contractor will be based on orders placed into the eVA system by the contract users. The orders may be placed on a weekly, monthly, quarterly, annual, etc basis.

Question: What is the current price for the liquid based pap test?

Answer: \$23.13

Question: What is the current price for the single slide pap smear?

Answer: \$9.47

Question: The RFP asks for daily pickup of cytology specimens, the RFP also asks for abnormal cytology results to be reported within 72 hours of screening. Would you

consider a pickup schedule of 2 to 3 days per week for cytology specimens, so long as all cytology results were reported within 72 hours of being collected?

Answer: No.

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Michael J. Oprysko, CPPB,VCO

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